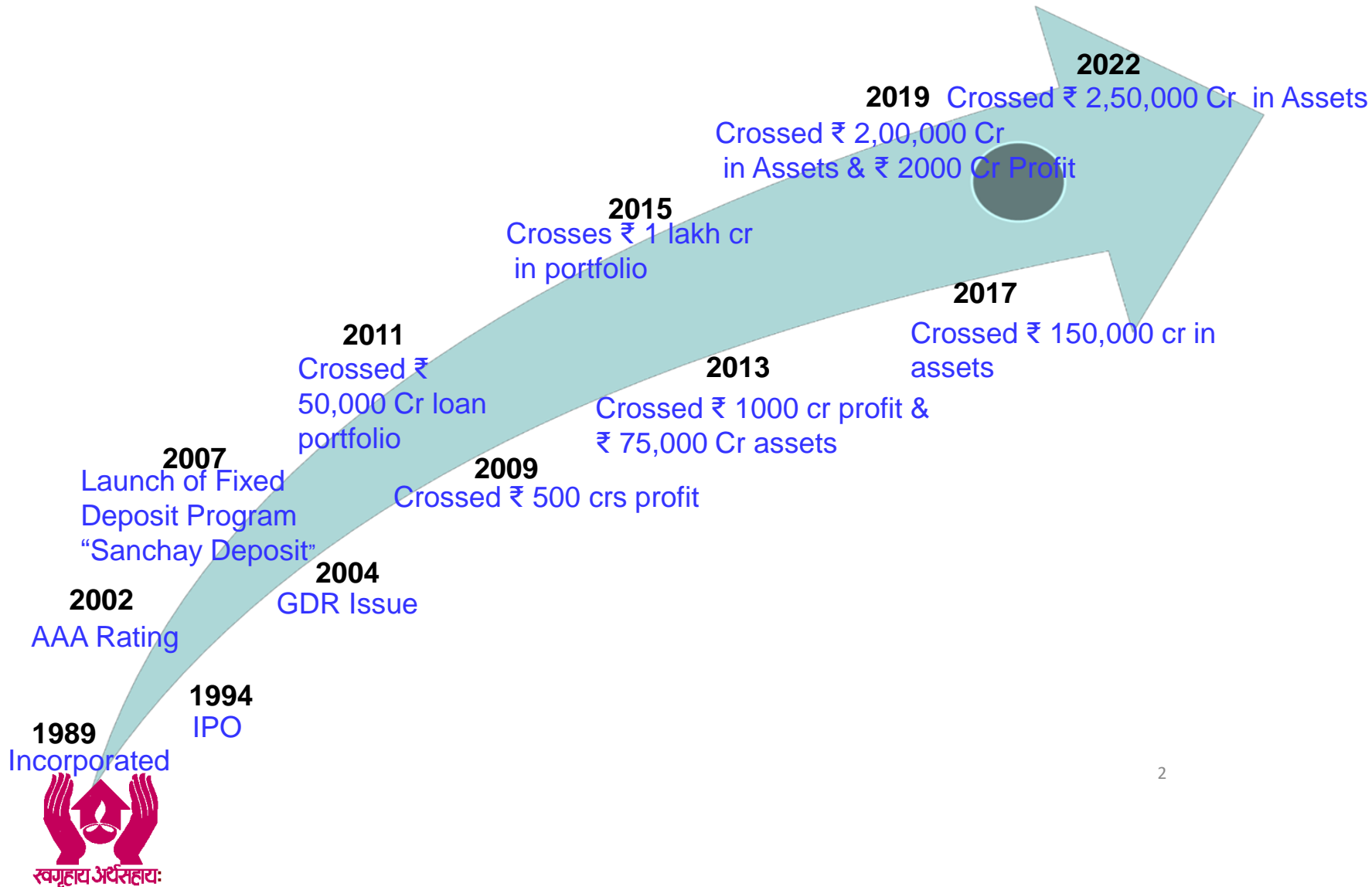




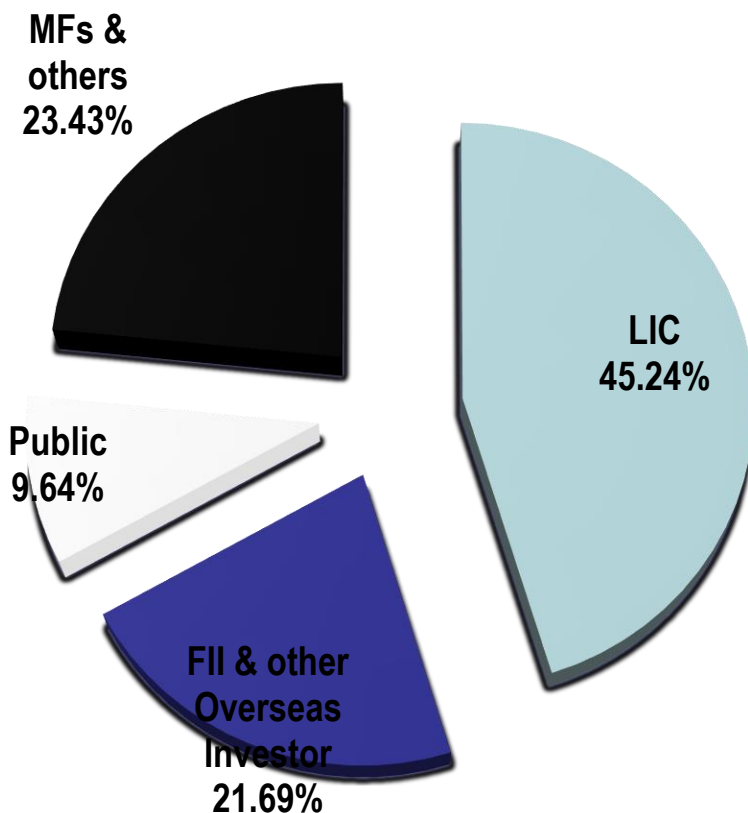
**Investor Update**  
**Q2 FY 2024**

# LICHFL: A Journey of 34 Years.....





## September 2023

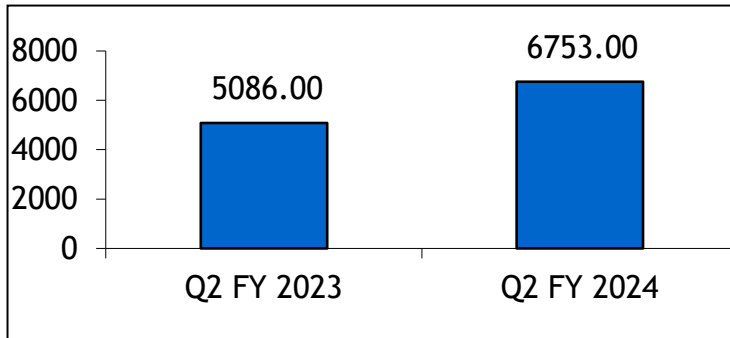


## Top 10 Shareholders

Shareholder	%
Life Insurance Corporation Of India	45.24%
Government Pension Fund Global	2.81%
Bank Muscat India Fund	2.09%
SBI SMALL CAP FUND	1.40%
ICICI PRUDENTIAL VALUE DISCOVERY FUND	1.32%
MIRAE ASSET EMERGING BLUECHIP FUND	1.30%
HDFC LIFE INSURANCE COMPANY LIMITED	1.29%
FIDELITY FUNDS - ASIAN SMALLER COMPANIES POOL	0.84%
NATIONAL INSURANCE COMPANY LTD	0.80%
THE PRUDENTIAL ASSURANCE COMPANY LIMITED	0.80%

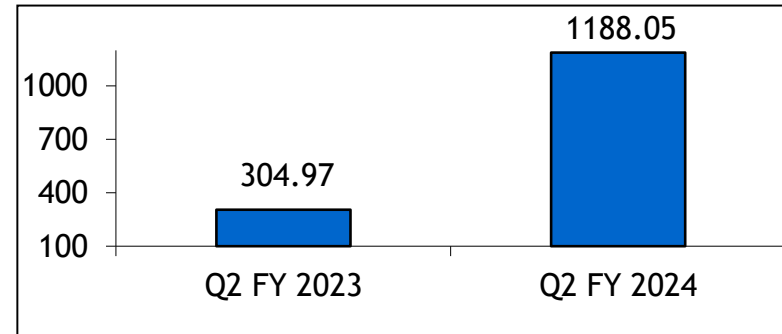
## Revenue from Operations

Up by 33%



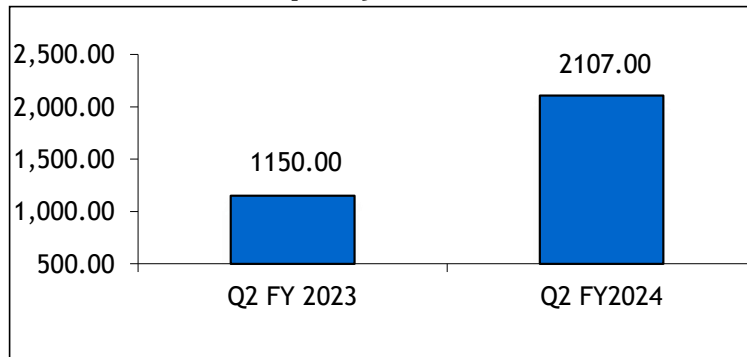
## Profit After Tax

Up by 290%



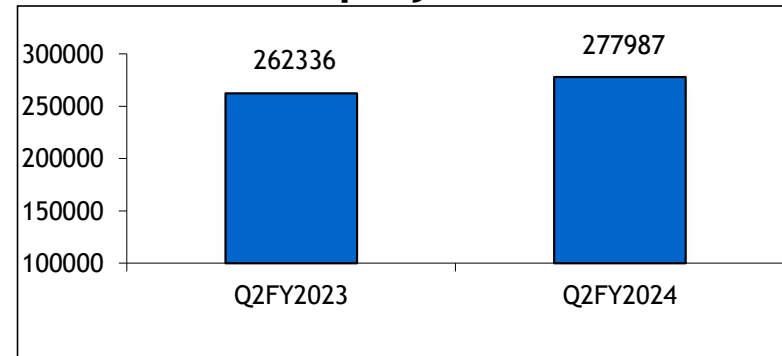
## Net Interest Income

Up by 83 %



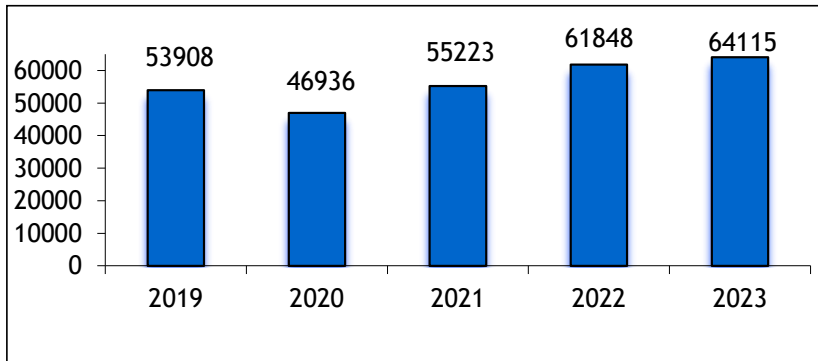
## Outstanding Portfolio

Up by 6%

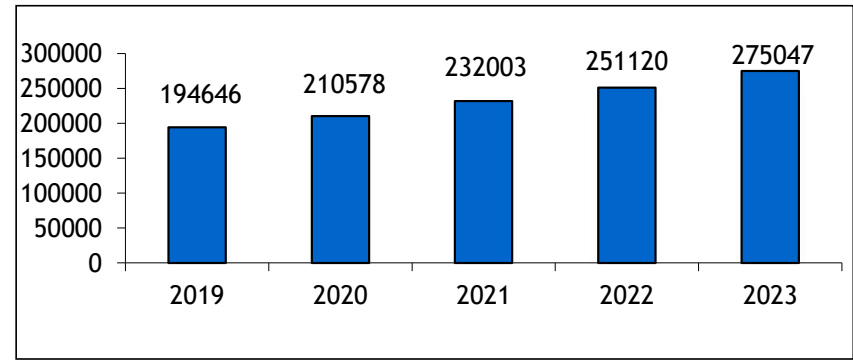


- Q2 FY24 PAT at Rs. 1188.05 cr as against Rs 304.97 cr, up by 290%
- Q2 FY24 Total Revenue from operations Rs.6753 cr as against Rs.5086 cr, up by 33%.
- Outstanding Loan portfolio up by 6% to Rs.277987 cr
  - Individual Home Loan Portfolio up by 8% to Rs. 234509 Cr
- Q2FY 24 Loan Disbursements Rs. 14665 cr against Rs.16786 cr
  - Individual Home Loan Disbursements Rs.12516 cr as against Rs.14300 cr.
- Net Interest Income Rs. 2107 cr as against Rs. 1150 cr as on 30.09.2022, growth of 83 %.
- Net Interest Margins 3.04% for Q2 FY24 as against 1.78 % for Q2 FY23.
- Stage 3 EAD at 4.33% as against 4.90 % as on 30.09.2022.
- Total ECL provision stood at Rs.6512 Cr as on 30.09.2023.
- During the quarter, the Company has done technical write off of Rs. 925.05 cr.

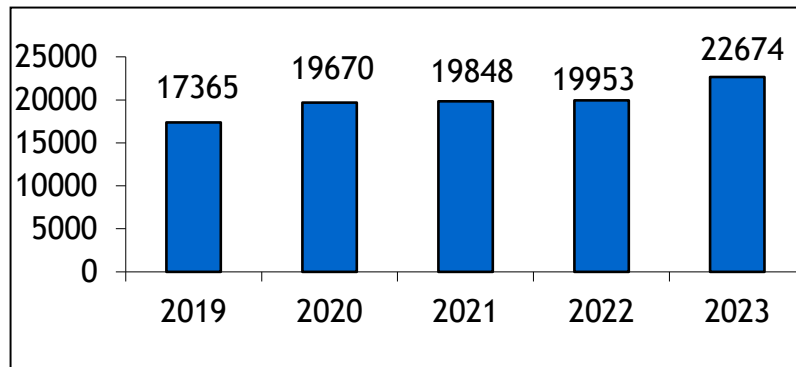
## Disbursement (Rs. Cr) CAGR 4%



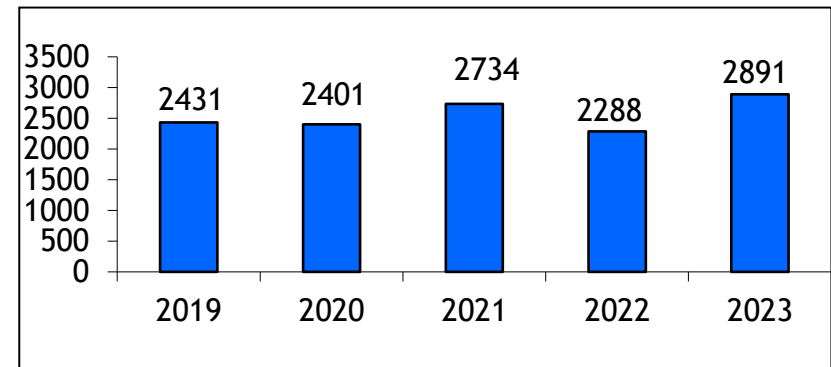
## Loan Portfolio (Rs.cr) CAGR 9%



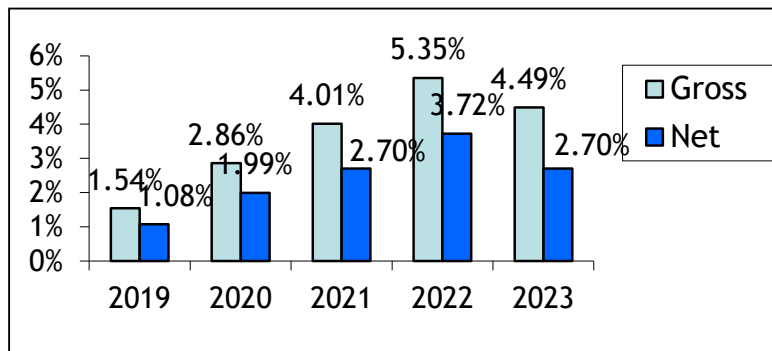
## Income (Rs. cr) CAGR 7%



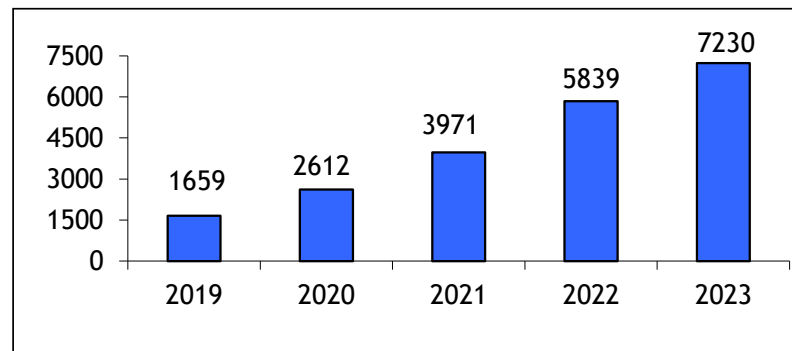
## Profit After Tax (Rs. cr) CAGR 4%



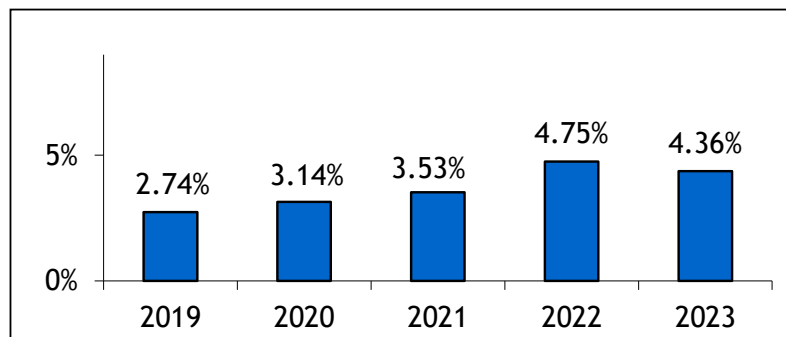
### Gross & Net NPAs#



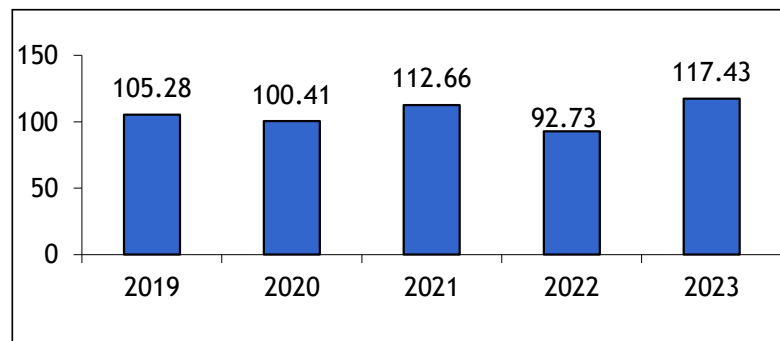
### Total Provisions\* (Rs cr)



### Operating Expense to Total Income



### Profit per employee (Rs. lacs)

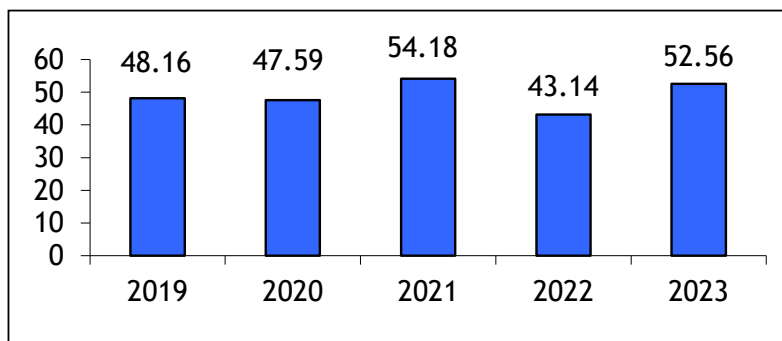


#As per IGAAP

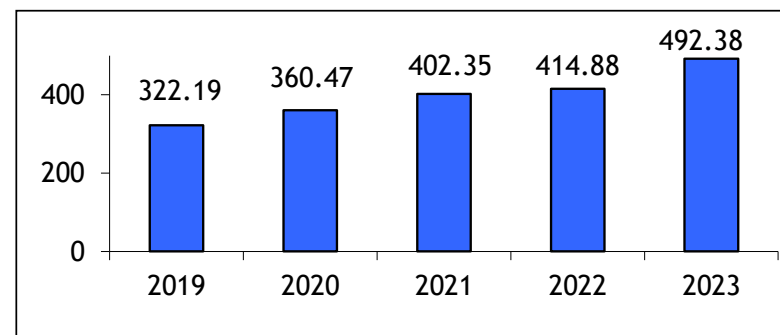
\*ECL Provisions of Stage 1,2 and 3



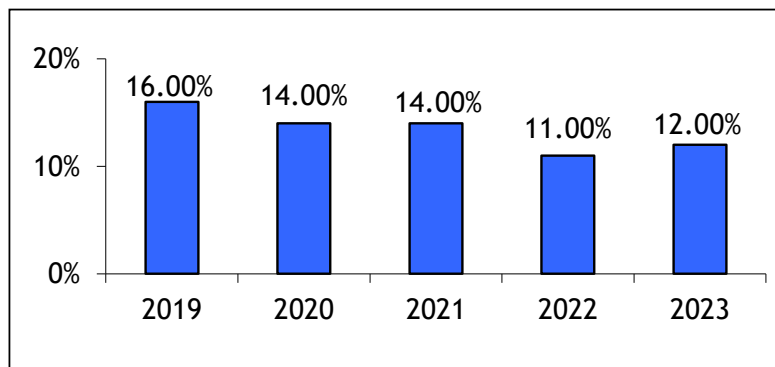
### EPS (Rs) (Rs 2/- pd up)



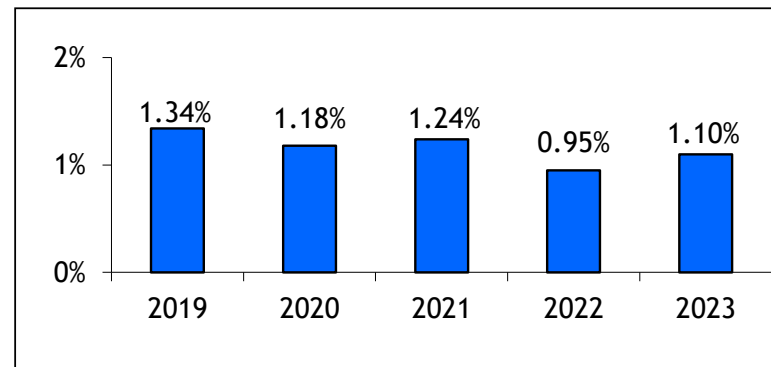
### Book Value (Rs)(Rs 2/- pd up)



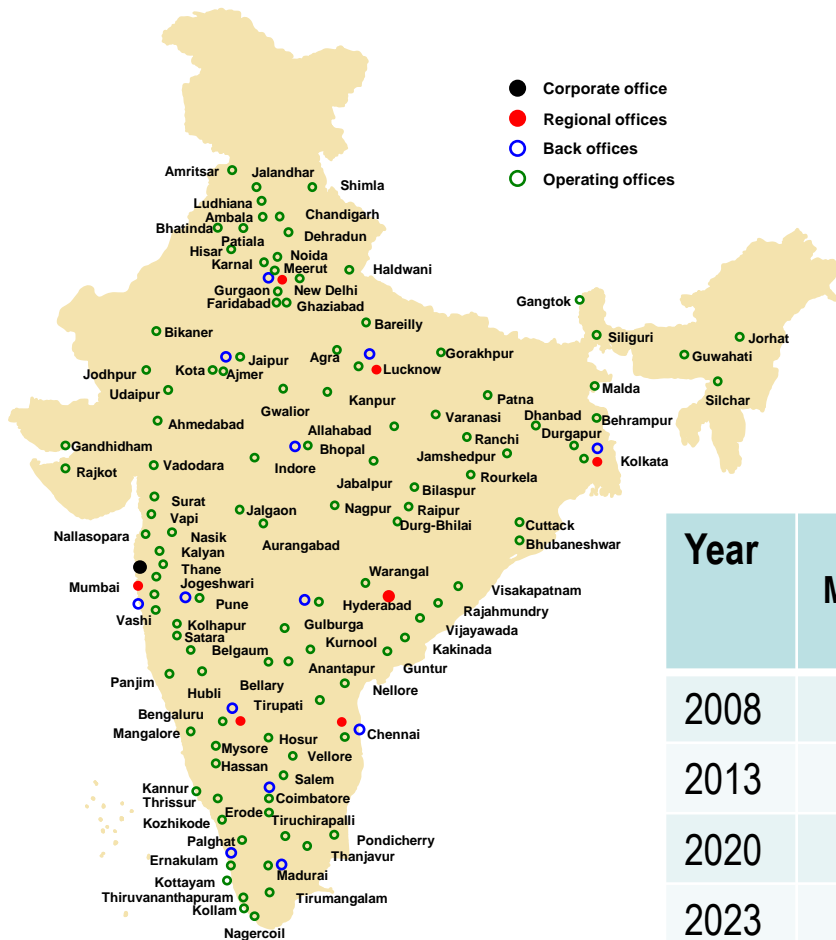
### Return on Avg Equity



### Return on Avg Loan Assets



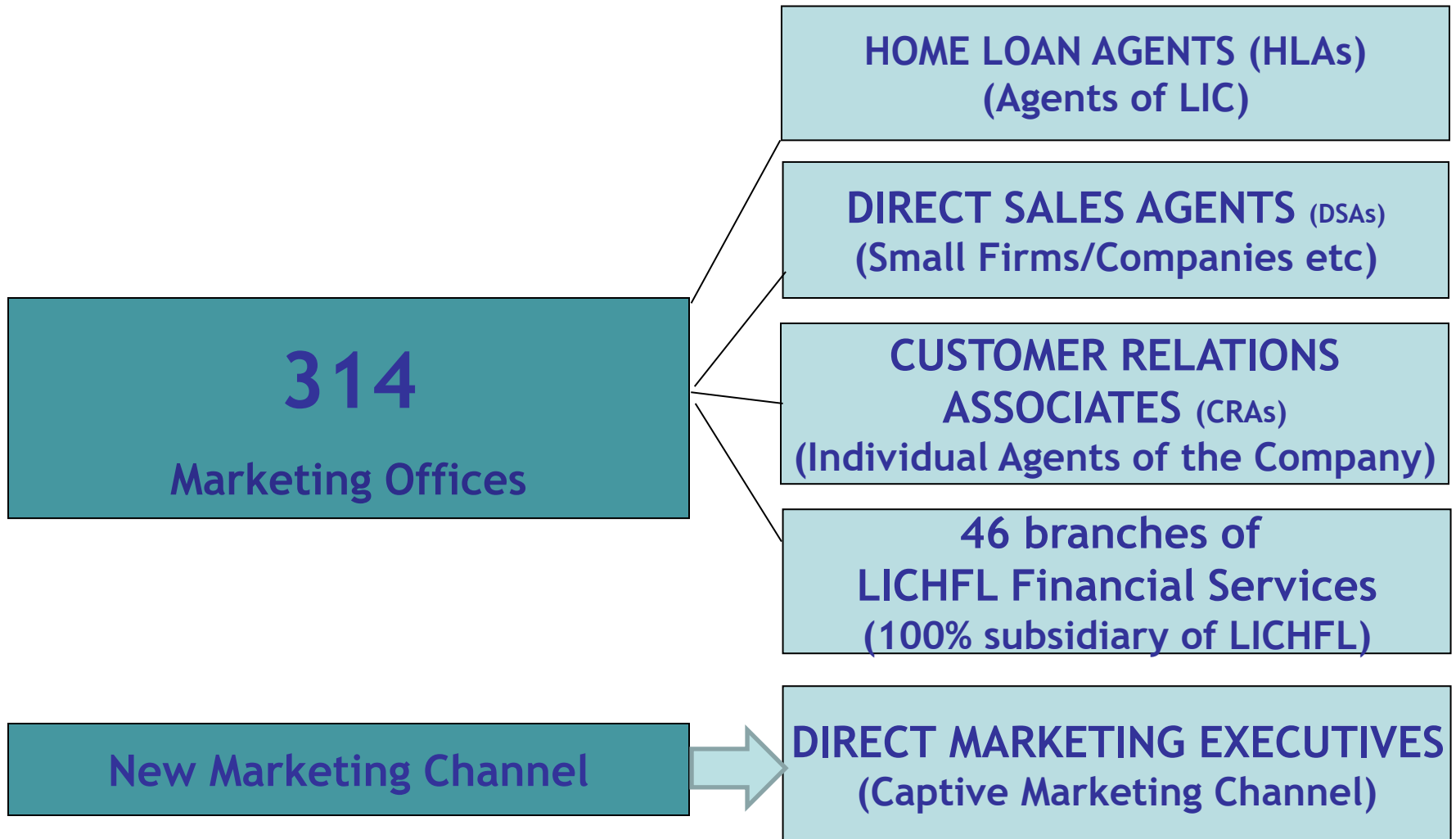
# Large geographic presence



- 9 Regional Offices
- 23 Back Offices
- 44 Cluster Offices
- 314 Area Offices
- Rep office in Dubai
- Coverage of more than 450 centres
- 2406 Employees

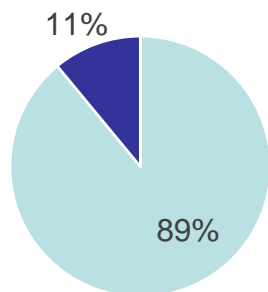
Widening footprint...improved efficiencies

Year	No of Marketing Offices	No of Back offices	No of Regional Offices	No of Employees	Lon Portfolio Rs cr
2008	125	14	6	985	21936
2013	194	16	7	1446	77812
2020	282	24	9	2392	210578
2023	281	24	9	2462	275047



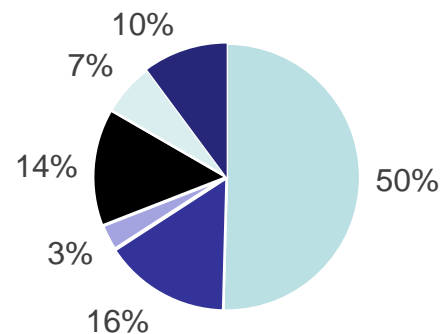
\*Online Loan approvals during H1FY24 were Rs.837 Cr

### Customer Type (No.)



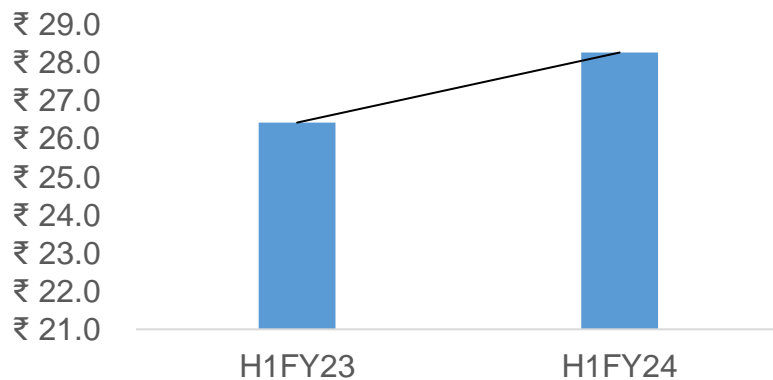
■ Salaried ■ Self Employed

### Originations by source

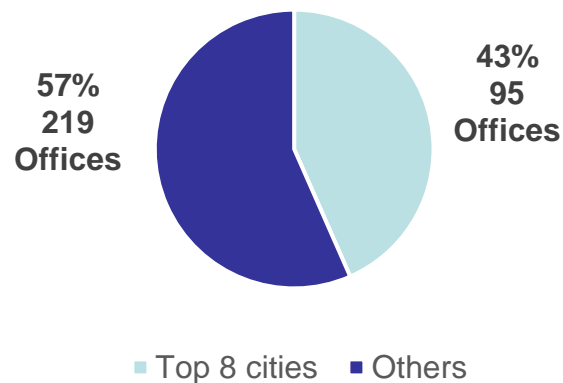


■ HLA ■ DSA ■ CRA ■ DIRECT ■ DME ■ Corporate Agent

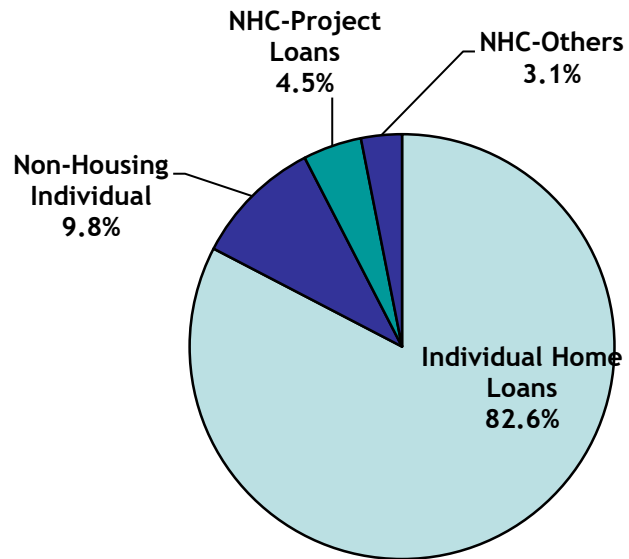
### Incremental Ticket Size (Rs lacs)



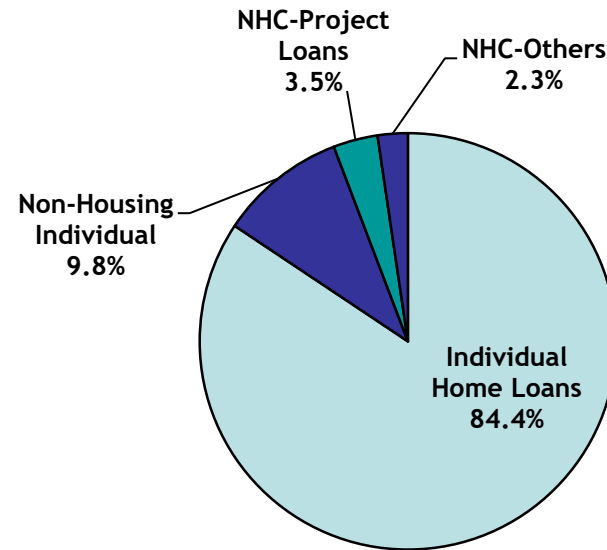
### Top 8 cities & Others



# Loan Book Composition



**30.09.2022**  
O/s Portfolio Rs. 262336 cr



**30.09.2023**  
O/s Portfolio Rs. 277987 cr

# Individual Loans – Portfolio Stats

<b>Pure Floating Rate Loans To Outstanding Portfolio</b>	
As of FY22	<b>95%</b>
As of FY23	<b>97%</b>
As of H1FY24	<b>99%</b>

<b>Loan To Value Ratio On Incremental Sanctions</b>	
For FY22	<b>48%</b>
For FY23	<b>47%</b>
For H1FY24	<b>52%</b>

<b>Prepayment Lump Sum/ opening book</b>	
For FY22	<b>10.9%</b>
For FY23	<b>9.0%</b>
For H1FY24	<b>10.3%</b>

<b>Installment to Net Income Ratio On Incremental Sanctions</b>	
For FY22	<b>29%</b>
For FY23	<b>30%</b>
For H1FY24	<b>28%</b>

	<b>Q2FY2024</b>	<b>Q2FY2023</b>
<b>Return on Average Equity (%)</b>	<b>16%</b>	<b>5%</b>
<b>Return on Average Assets (%)</b>	<b>1.71%</b>	<b>0.47%</b>
<b>Earnings per share (on Rs 2 pd up)</b>	<b>21.60</b>	<b>5.54</b>
<b>Capital Adequacy Ratio</b>	<b>March 2023</b>	<b>March 2022</b>
<b>Tier I</b>	<b>16.56</b>	<b>16.23</b>
<b>Tier II</b>	<b>1.66</b>	<b>1.85</b>
<b>Total</b>	<b>18.23</b>	<b>18.08</b>

<b>Particulars</b>	<b>Var</b>	<b>Q2 FY24 (Rs. Cr)</b>	<b>Q2 FY23 (Rs. Cr)</b>	<b>Var</b>	<b>H1 FY24 (Rs. Cr)</b>	<b>H1 FY23 (Rs. Cr)</b>
Revenue from Operations	<b>33%</b>	6752.83	5085.54	<b>30%</b>	13499.34	10371.00
Finance cost	<b>18%</b>	4600.02	3899.53	<b>20%</b>	9094.25	7557.28
Net Interest Income	<b>83%</b>	2106.62	1149.77	<b>57%</b>	4316.06	2742.25
Impairment on Financial Instruments and Net Loss on De-recognition of Financial Instruments	<b>-26%</b>	419.21	565.80	<b>-11%</b>	780.02	873.53
<b><u>Profit before Tax</u></b>	<b>291%</b>	1480.06	378.85	<b>106%</b>	3129.05	1519.21
Tax Expense	<b>295%</b>	292.01	73.88	<b>114%</b>	617.34	288.76
<b><u>Net Profit</u></b>	<b>290%</b>	1188.05	304.97	<b>104%</b>	2511.71	1230.45



# Executive Summary – Q2/FY24

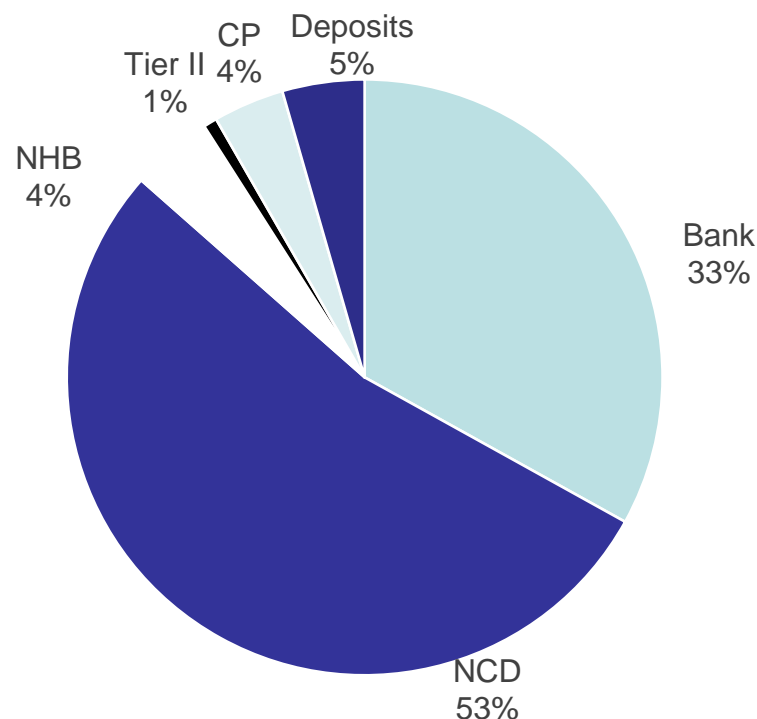
Rs. cr

Particulars	Var	Q2 FY24	Q2 FY23	Var	H1FY24	H1FY23
Disbursements						
Individual Housing Loan (IHL)	-12%	12516	14300	-20%	21935	27433
Non-Housing Individual (NHI)	-16%	1645	1964	-25%	2735	3639
Non-Housing Commercial (NHC)	-38%	71	115	-17%	167	200
Project Finance (PF)	6%	433	407	-4%	684	716
<b>Total</b>	<b>-13%</b>	<b>14665</b>	<b>16786</b>	<b>-20%</b>	<b>25521</b>	<b>31988</b>
Outstanding Portfolio						
Individual	7%	268395	250617			
Project	-18%	9592	11719			
<b>Total</b>	<b>6%</b>	<b>277987</b>	<b>262336</b>			
Net Interest Margins(%)		3.04%	1.78%		3.12%	2.14%
Weighted average cost of funds					7.66%	7.10%
Yield on advances annualised					10.04%	8.60%
Spreads					2.38%	1.50%

as on 30.09.2023

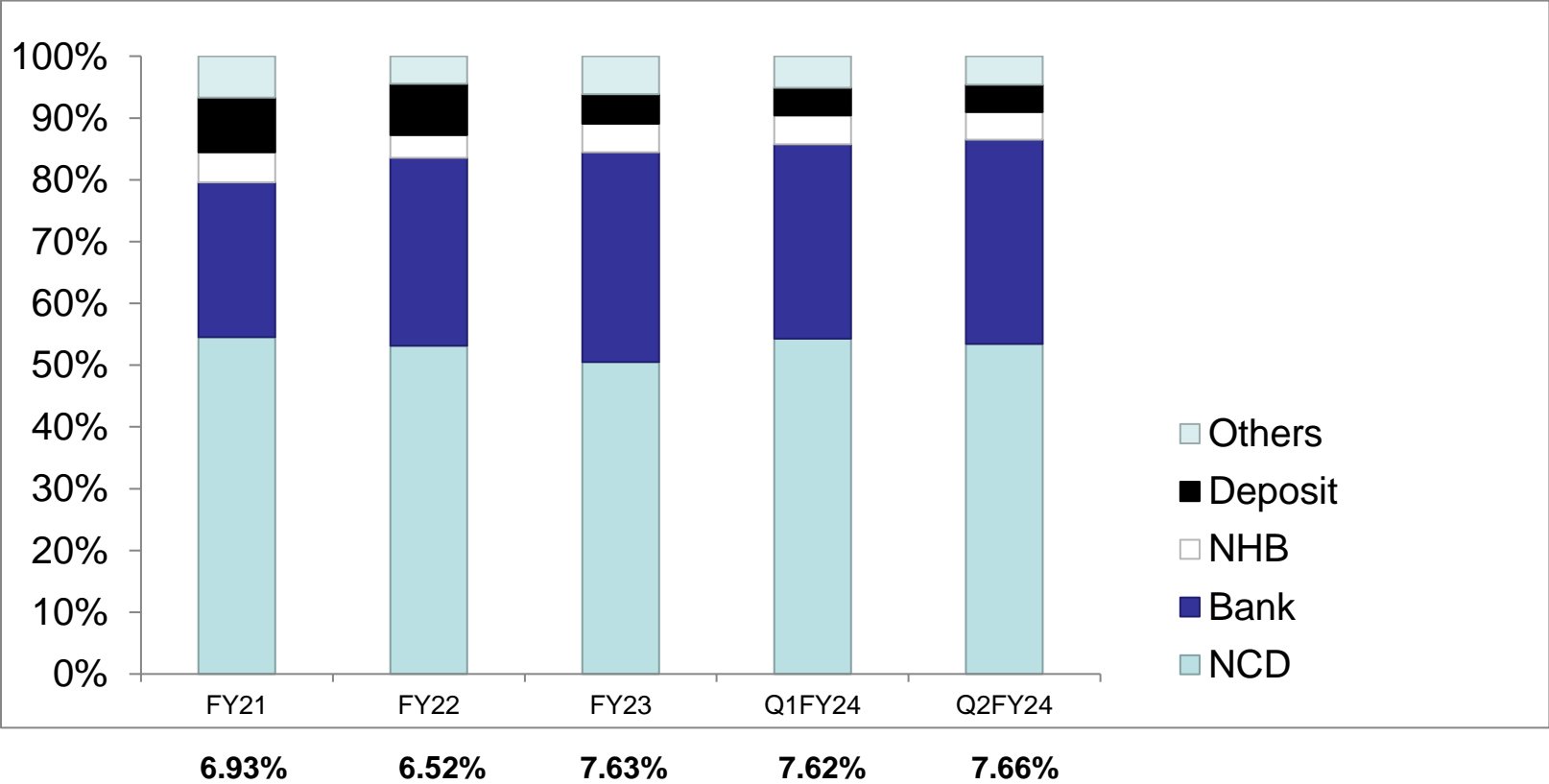
Source	Wtd Avg Cost (%)
Bank (including NHB)	7.81%
Non Convertible Debenture	7.57%
Tier II	7.30%
Commercial Paper	7.77%
Deposits	7.37%
<b>Total</b>	<b>7.66%</b>

Outstanding Borrowings – Rs. 243606 cr



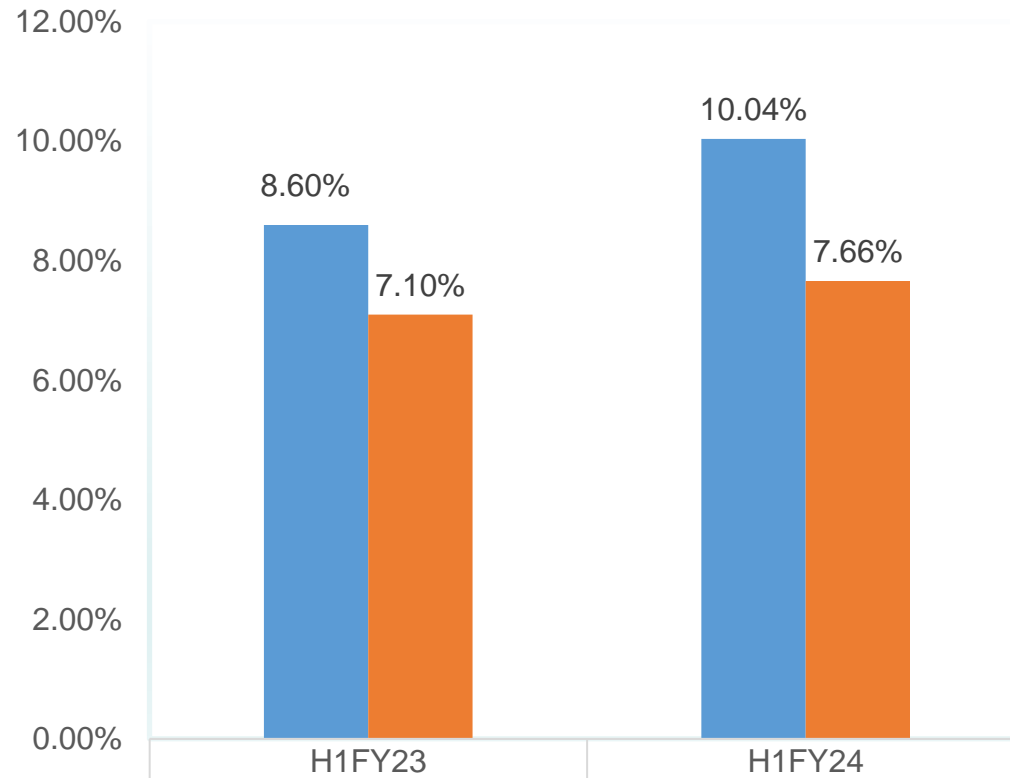
During Q2 FY24, Incremental Cost of Funds was 7.73%

# Change in Liability Mix- last 4 yrs

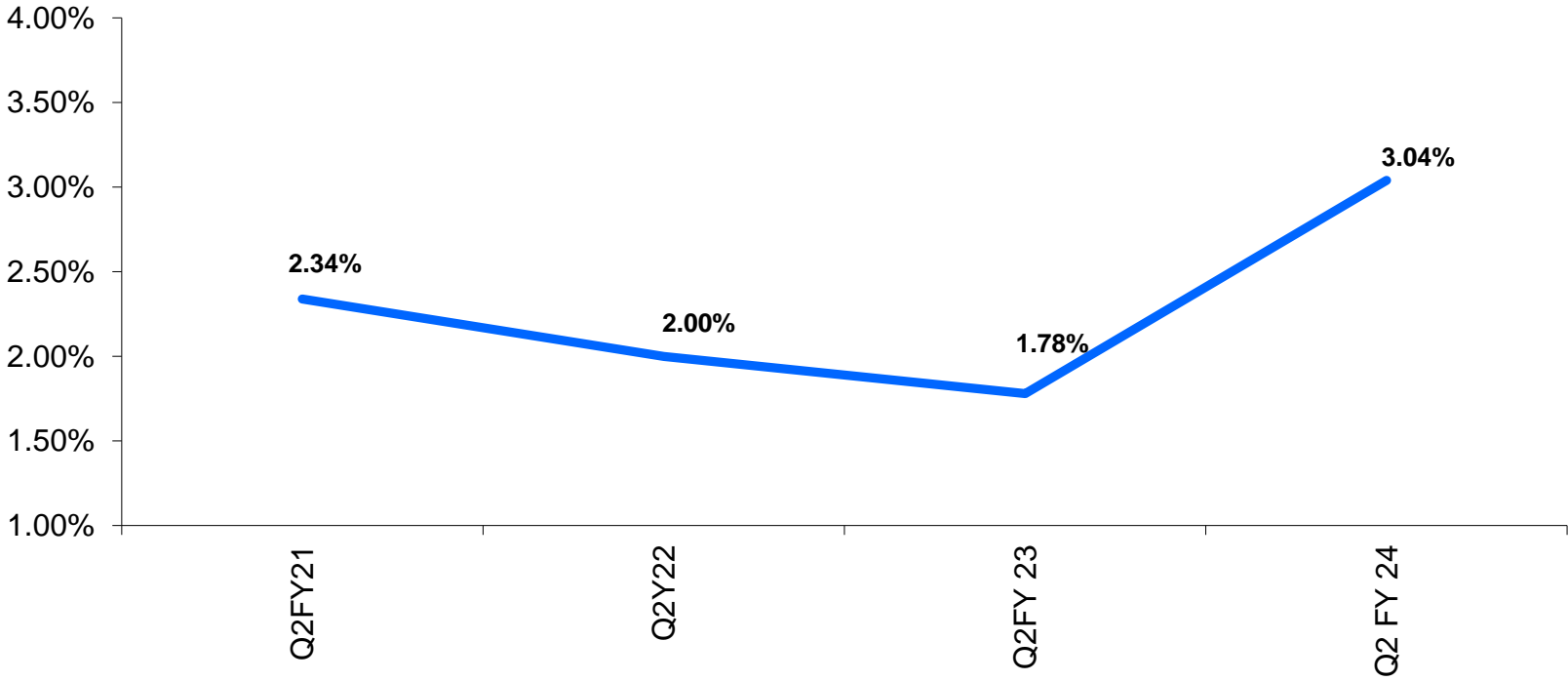


**Wtd. Avg. cost of Funds**

# Yield & Cost of Funds on portfolio



■ Yield on Advances on Portfolio	8.60%	10.04%
■ Wtd Avg cost of funds on Total Borrowed Funds	7.10%	7.66%



<b>Exposure At Default %</b>	<b>Sept-23</b>	<b>Sept-22</b>
Stage 1	90.59 %	91.10 %
Stage 2	5.07 %	4.00 %
Stage 3	4.33 %	4.90 %
Total	100 %	100%
<b>ECL Provision</b>	<b>Sept-23</b>	<b>Sept-22</b>
Stage 1	Rs. 637.34 cr	Rs. 141.80 cr
Stage 2	Rs. 916.51 cr	Rs. 758.06 cr
Stage 3	Rs. 4957.98 cr	Rs. 5622.03 cr
Stage 3-PCR	41%	44%

# Thank you

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